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May 23, 2001

RECEIVED
MAY 23 2001
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

VIA HAND DELIVERY

Magalie R. Salas, Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, D.C. 20554

**Re: Notice of *Ex Parte* Presentation by
Enron Broadband Services, Inc.
CC Docket No. 96-98**

Dear Ms. Salas:

Pursuant to Sections 1.1206(b)(1) and (2) of the Commission's rules, Enron Broadband Services, Inc. ("Enron"), by its attorneys, submits two copies of this notice of an oral *ex parte* presentation made, and written material distributed, in the above-captioned proceedings on May 22, 2001. The *ex parte* presentation was made during a meeting with Julie Veach, Jeremy Miller, Daniel Shiman, and Jonathan Reel of the Common Carrier Bureau. The presentation was made by Mona Petrochko and Lara Leibman of Enron and by John Heitmann of Kelley Drye & Warren LLP.

During the presentation, Enron discussed positions set forth in a letter dated May 21, 2001, from Aileen Pisciotto of Kelley Drye & Warren LLP to Magalie Roman Salas, Commission Secretary. That letter was filed as an *ex parte* in the above-captioned docket on May 21, 2001. Additional copies of the letter were distributed at the May 22nd *ex parte* meeting. During the *ex parte* meeting, Enron also presented an overview of the company's business plan and strategic vision which is reflected in the attached document.

DC01/HEITJ/149987.1

No. of Copies rec'd 041
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Magalie R. Salas
May 23, 2001
Page 2

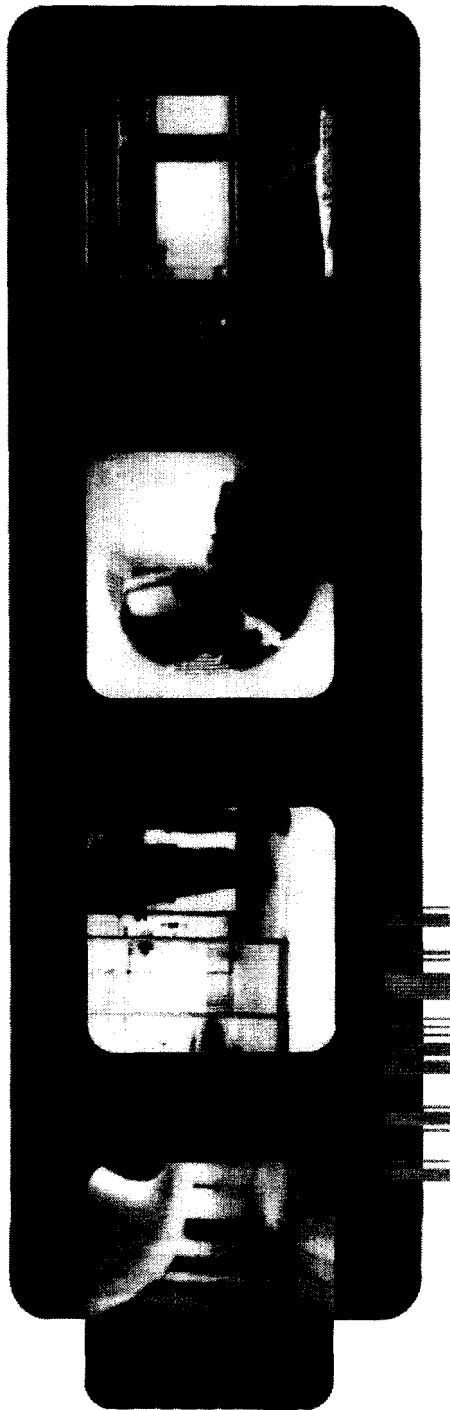
Please do not hesitate to contact me if you have any questions regarding this filing.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "John J. Heitmann". The signature is fluid and cursive, with a large initial "J" and "H".

John J. Heitmann

cc: Julie Veach
Jeremy Miller
Daniel Shiman
Jonathan Reel
Michelle Carey
Jodie Donovan May
International Transcription Services



Bandwidth Solutions

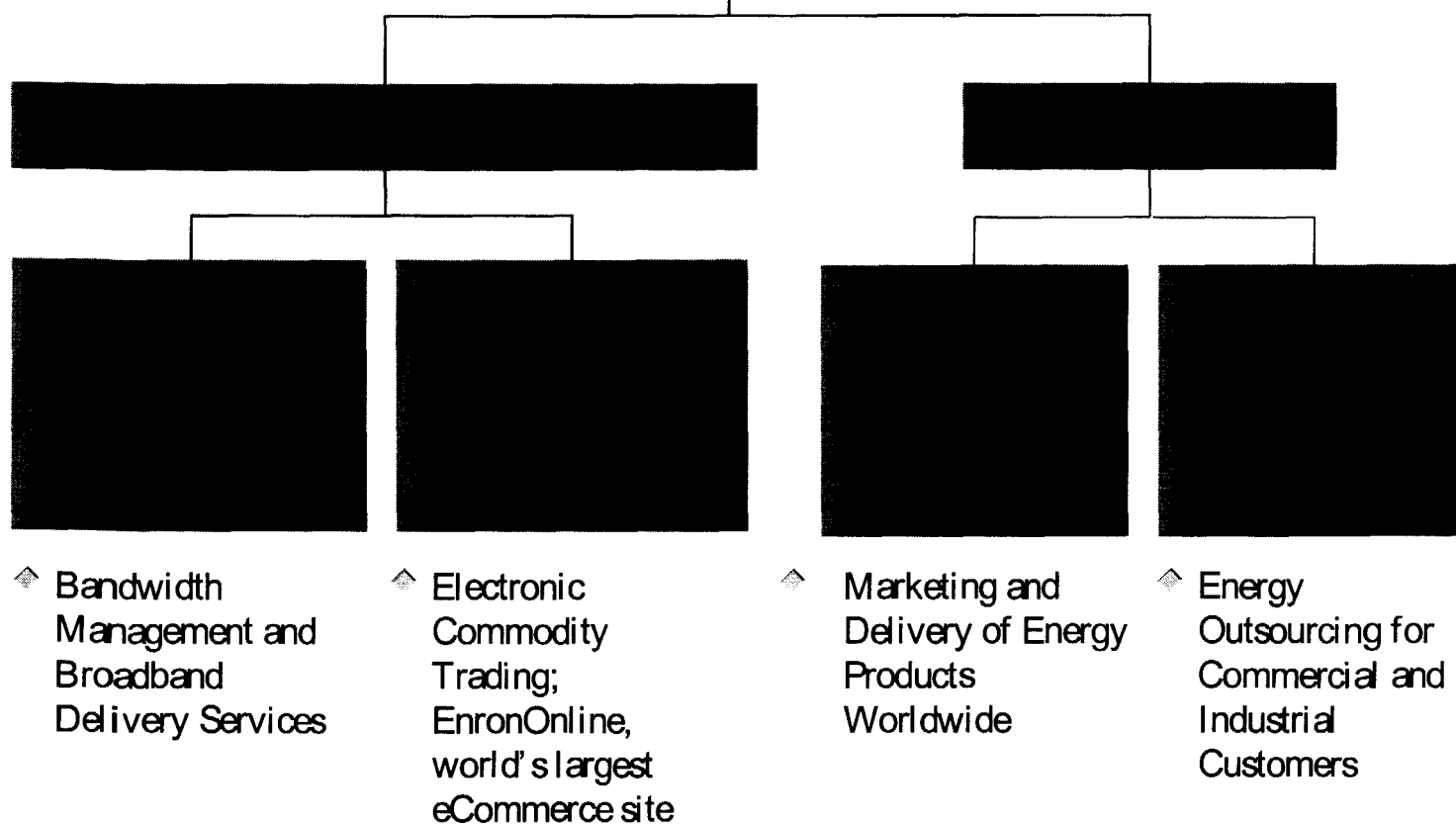
Enron Broadband Services

innovative
100 best companies to work for in America
most innovative company
most innovative company



Enron Corporation

- 1 Fortune 500 List - #7 (annual revenue of \$100+ billion)
Fortune, April 16, 2001
- 2 Most Innovative Company  *Years in a Row!*
Fortune, February 6, 2001
- 3 100 Best Companies to Work For in America - 1999, 2000, 2001
Fortune, January 8, 2001
- 4 World's largest eCommerce company generating \$1 billion + in Daily
National Value in Web transactions
- 5 Number one in commodity risk management solutions for 1997, 1998, and
1999
Risk Magazine, March, 1999



Enron Broadband Services

Bandwidth Intermediation

Be the World's Largest Buyer and Seller of Bandwidth.

- Bandwidth Marketing and trading
- Comprehensive Bandwidth Trading

Enron Intelligent Network

Deploy the Most Open, Efficient Network with Bandwidth Connectivity

- Fiber
- Servers
- Pooling Points
- Network Control

Content Services

Be the World's Largest Provider of Premium Broadband Delivery Services

- Broadband Content Management & Delivery
- Data Management Services



Enron Broadband Services History

Ground breaking on
Portland to LA build
with Touch America
and Williams

1997

Media Cast and Advanced Fiber
Transport Solutions launched

1999

Enron Communications
renamed Enron Broadband
Services

1/00

1996

Registered
CLEC in
Oregon

1998

Content Services, Carrier
Services and Bandwidth Risk
Management & Pooling
Points begin development

12/99

First
Bandwidth
Trade

Today

- **Bandwidth Trading in 3 continents**
- **25 pooling points in North America, Europe and Japan**
- **580 transactions in 1st Qtr 2001 with 120 customers**
- **Trading Dark Fiber, Private Line, IP, Storage**

The Changing Market for Bandwidth

- 
- A solid black rectangular box, likely a redaction or placeholder for a title or header.
- ◆ Long provisioning intervals
 - ◆ Long-term, inflexible contracts
 - ◆ Limited services offerings
 - ◆ Long negotiation times
 - ◆ Ambiguous quality
 - ◆ Hard to enforce SLA's
 - ◆ Price defined by cost

- 
- A solid black rectangular box, likely a redaction or placeholder for a title or header.
- ◆ Real time provisioning
 - ◆ Buy what you need when you need it
 - ◆ Dramatic innovation in products and services
 - ◆ Standard terms and conditions
 - ◆ Measured, valued QoS
 - ◆ Firm cash damages
 - ◆ Price defined by market

Enron Broadband Services Market Catalysts



- **Connect major carriers by creating Pooling Points**
- **Develop software to facilitate “reservations” of future capacity**
 - 15 minute increments
 - “Instant” Provisioning
- **Variable Classes of Service (standardized SLAs)**
- **Agree to standardized purchase/sale contracts**

Bandwidth Intermediation Products



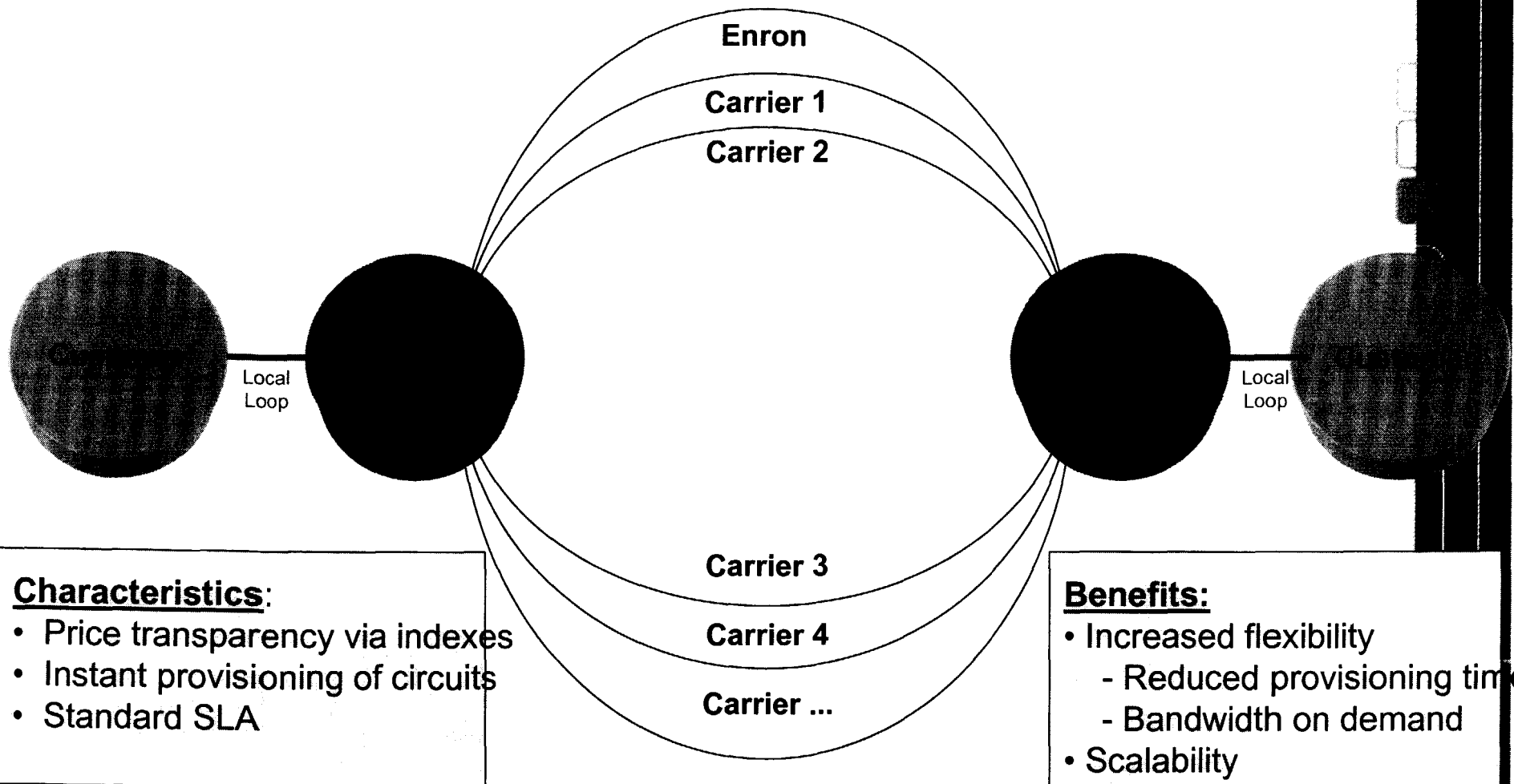
- **EBS Traded Markets**

- Wavelengths (2.5 Gbps)
- Point-to-Point Private Line Capacity (DS-3, STS-1, OC-n)
- IP Transit/Transport
- Satellite Capacity
- Storage

- **EBS “Transaction” Markets**

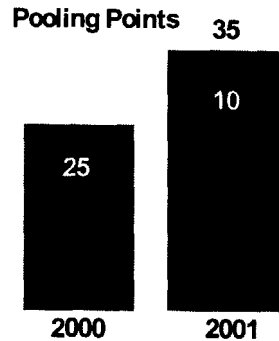
- Right of Way
- Conduit
- Dark Fiber
- Collocation

Pooling Point Concept



Enron Intelligent Network

Pooling Point Network



• Enables Switching Between Independent Networks; Connects Metro Loops

• Enables Robust Scalability

